

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 IO-13 ISO-00 AGRE-00 CEA-01 CIAE-00

COME-00 DODE-00 FRB-03 H-01 INR-10 INT-05 L-03

LAB-04 NSAE-00 NSC-05 PA-01 CTME-00 AID-05 SS-15

STR-07 ITC-01 TRSE-00 ICA-11 SP-02 SOE-02 OMB-01

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FM AMEMBASSY MADRID

TO AMEMBASSY LISBON

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USMISSION GENEVA

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DEPARTMENT PASS STR

GENEVA FOR MTN

E.O. 11652:N/A

TAGS: ETRD, EFIN, SP, PO

SUBJ: PORTUGUESE/SPANISH TRADE NEGOTIATIONS

REF: LISBON 5082

1. WE HAVE CHECKED WITH SEVERAL SOURCES AT THE
MINISTRIES OF COMMERCE AND FOREIGN AFFAIRS, BUT
WITH SKETCHY RESULTS SO FAR. A SPANISH NEGOTIATING
TEAM IS GOING TO LISBON THIS WEEK ("IF POLITICAL
CONDITIONS ALLOW" SAYS ONE OF OUR SOURCES) TO LISTEN
TO WHAT THE PORTUGUESE HAVE TO OFFER IN THE WAY OF
TARIFF REDUCTIONS. THE SPANISH MADE SOME GENERAL
OFFERS OF THEIR OWN HERE IN MADRID EARLIER THIS
MONTH, BUT DETAILED LISTS OF SPECIFIC COMMODITIES
WITH PERCENTAGE TARIFF CUTS ARE EVIDENTLY YET TO BE
FINALIZED. THE SPANISH SEEM TO HAVE CONFINED THEM-

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SELVES SO FAR TO THE SAME BROAD CATAGORIES OF GOODS
THAT THEY ARE OFFERING IN THE EFTA NEGOTIATIONS.
THE ONLY SPECIAL TREATMENT FOR PORTUGAL WOULD BE
DEEPER PERCENTAGE CUTS IN THE TARRIF RATES.
ONE SOURCE SAID THAT MOST OF THE INTRA-GOVERNMENTAL
EFFORT SO FAR HAS GONE INTO KEEPING THE "NEGATIVE"
LIST OF SENSITIVE ITEMS AS SMALL AS POSSIBLE.

THE SPANISH HOPE TO HAVE FIRM AND DETAILED OFFERS
READY BY SEPTEMBER.

2. SEVERAL SOURCES HAVE COMMENTED TO US THAT, IN THEIR
OPINION SPAIN COULD BE OF MORE HELP TO PORTUGAL THROUGH
INVESTMENT RATHER THAN MINOR TARIFF REDUCTIONS.
ONE OFFICIAL SAID THAT PORTUGUESE INDUSTRY AND
AGRICULTURE WERE NOT REALLY WELL ORGANIZED ENOUGH TO
BE ABLE TO TAKE ADVANTAGE IN A SIGNIFICANT WAY OF
TARIFF CUTS. (OBVIOUSLY A GOOD DEAL OF THE TRADITIONAL
SPANISH CHAUVINISM TOWARDS PORTUGAL IS SHOWING THROUGH
HERE; AS IT WILL CONTINUE TO DO THROUGHOUT THEIR NEGOTI-
ATIONS.) IN ANY CASE IMPROVED RELATIONS BETWEEN THE TWO
SHOULD LEAD TO INCREASED SPANISH INVESTMENTS IN TOURIST
AND LOW COST LABOR INTENSIVE INDUSTRIES; BUT IT IS OUR
IMPRESSION THAT THE SPANISH ARE LOOKING MORE TO THE
COMMON MARKET TO HELP PORTUGAL THAN TO ANY MAJOR BI-
LATERAL EFFORT. WE WILL REPORT FURTHER AS THE NEGOTI-
ATIONS PROCEED. TODMAN

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